

General Services Administration



FEDERAL SUPPLY SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

TRAVEL SERVICES SOLUTIONS

FSC Group 599

**Glow Parking LLC
7501 NW Tiffany Springs
Kansas City, MO 64153
Phone: 816-213-5852
Fax: 816-464-4999
www.glowparking.com**

Business Size: Small Service Disabled Veteran Owned

Contract Number: GS-33F-0025U

Contract Period: July 9, 2008 through July 9, 2013

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is: <http://www.GSAAdvantage.gov>

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CUSTOMER INFORMATION:

- 1a. Table of awarded special item numbers:
SIN 599-99, New Products/Services [Airport Parking Services]
See awarded prices on Page 7
- 1b. Not Applicable
- 1c. Not Applicable
- 2. Maximum order: **\$100,000**
- 3. Minimum order: **\$6.80**
- 4. Geographic coverage: **Domestic**
- 5. Point(s) of production: **Same as contractor's address**
- 6. Discount from list prices or statement of net price: **20%**
- 7. Quantity discounts: **Not Applicable**
- 8. Prompt payment terms: **Not Applicable**
- 9a. Government purchase cards **are** accepted for all purchases up to the micro-purchase threshold.
- 9b. Government purchase cards **are** accepted above the micro-purchase threshold.
- 10. Foreign items: **Not Applicable**
- 11a. Time of delivery: **On Demand**
- 11b. Expedited Delivery: **Not Applicable**
- 11c. Overnight and 2-day Delivery: **Not Applicable**
- 12. F.O.B. point: **Not Applicable**
- 13. Ordering address:
Glow Parking LLC
7501 NW Tiffany Springs, Suite 202
Kansas City, MO 64153
- 14. Payment address:
Glow Parking LLC
Attn: Accounts Receivable
7501 NW Tiffany Springs, Suite 202
Kansas City, MO 64153
- 15. Warranty provision: **Not Applicable**
- 16. Export packing charges: **Not Applicable**
- 17. Terms and conditions of Government purchase card acceptance: Government purchase cards that are accepted for all purchases
- 18. Terms and conditions of rental, maintenance, and repair: **Not Applicable**
- 19. Terms and conditions of installation: **Not Applicable**
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: **Not Applicable**
- 20a. Terms and conditions for any other services: **Not Applicable**
- 21. List of service and distribution points: **Not Applicable**
- 22. List of participating dealers: **See Page 7**
- 23. Preventive maintenance: **Not Applicable**
- 24a. Environmental attributes: **Not Applicable**
- 24b. Section 508 Compliance Information: **Not Applicable**
- 25. Data Universal Number System (DUNS) number: **825279362**
- 26. Contractor **is registered** in Central Contractor Register (CCR) database.

GLOW AIRPORT PARKING

Company Overview

Glow Parking LLC, a Service Disabled Veteran Owned business, began operations in March, 2004 in Kansas City, MO and has expanded its operations by offering online Airport Parking reservations and fulfillment through a nationwide affiliate parking network. The founders and employees of Glow are experienced parking-industry professionals and passionate about the activities Glow promotes and offers.

GLOW's success exists because it is the only airport parking provider that has the capability of delivering a nationwide parking contract. GLOW has taken advantage of this growth and lack of competition with an experienced staff, Internet technology, and effective management and marketing. The underserved parking industry and the inability for any one provider, except Glow, to deliver nationwide parking has been the key factor to Glow's success. GLOW's target market is an exploitable niche and GLOW has provided a specialized and thus differentiated service. Pricing is competitive and the ability to negotiate pricing with government entities on a nationwide level assures best value pricing at all airport parking facilities.

GLOW's capability to provide web-based airport parking reservations tied into web portal interface allows existing travel providers (EDS, SATO, and Garman) to interface with our secure system and deliver airport parking to their clients at best value rates. The system further allows tracking of spends and guaranteed parking reservations to their clients at best value in every domestic market. Since GLOW is a Service Disabled Veteran owned enterprise the nationwide spend is credited towards the agency under the disadvantaged business guidelines. The consolidation of these parking reservations allows all travel providers the opportunity to book a service they currently are not providing but remains the very first and last service most airport travelers utilize during the scope of their trip.

Case studies of government travelers show that the Federal Government employees utilize 30 million parking days per year and are currently paying an average of \$12.32 per day for parking. Glow is capable of delivering parking on a nationwide average of \$9.61 per day of parking saving the government \$3.20 per day or roughly \$86 million dollars in savings per year. The ability to deliver this savings is further bundled into guaranteed parking reservations at all airports and includes best value pricing in all areas. Best value pricing is determined by several factors including, security, safety, proximity to the airport, hours of operation and shuttle circulation time, cleanliness of the facility, customer service delivery and price. For the sake of this business model it is not easy to compete on price alone without taking into consideration all of the best value practices and needs of the traveler. An airport parker can always park for less at any airport but the service may require a 1 hour shuttle ride in a 1970 shuttle bus with the customer's car parked in the middle of a dirt field, this is not what we deliver and why we use a best value pricing structure to deliver our service.

Relevant Projects

Attached is a list of customers that utilize Glow Parking service. Each of these customers has utilized our online booking system and directs their employee base to utilize our services. These are daily customers and have been for 3-4 years. Since this is a new delivery model on a nationwide level that has been designed for the Federal Government the nationwide reference are limited but we are providing nationwide account information so a reference of our delivery capability can be evaluated. The extent of utilization of each customer varies but all of used our online booking and all have used our parking facilities. These customers represent a dollar spend in excess of \$1,000,000 per year and all are services that are comparable delivery to the 599.99 offering with a NAICS code of 812930 (parking and parking facilities)

CUSTOMER NAME: US Army Corps of Engineers

DUNS NUMBER: **839885402**

CITY/STATE: Kansas City, Missouri

NAME OF CONTACT: Michael Rossi

PHONE: (703) 806-5993 FAX:

E-MAIL: Michael.rossi@us.army.mil

CUSTOMER NAME: Child Health Corporation of America

DUNS NUMBER: **173697210**

CITY/STATE: Overland Park, Kansas

NAME OF CONTACT: Donna Ostrowski

PHONE: (913) 262-1436 FAX:

E-MAIL: donna.ostrowski@chca.com

CUSTOMER NAME: Cerner

DUNS NUMBER: **042410688**

CITY/STATE: Kansas City, Missouri

NAME OF CONTACT: Angie Stanland

PHONE: (816) 885-3082 FAX:

E-MAIL: angie@cerner.com

CUSTOMER NAME: Shick USA

DUNS NUMBER: **025385915**

CITY/STATE: Kansas City, Missouri

NAME OF CONTACT: Mark Ungashick

PHONE: (816) 861-7224 FAX:

E-MAIL: jungashick@shickusa.com

CUSTOMER NAME: GSA

DUNS NUMBER: **787274885**

CITY/STATE: Kansas City, Missouri

NAME OF CONTACT: Brad Scott

PHONE: (816) 590-0264 FAX:

E-MAIL: Bradley.scott@gsa.gov

CUSTOMER NAME: Sprint

DUNS NUMBER: **006942395**

CITY/STATE: Overland Park, Kansas

NAME OF CONTACT: Susan Spangler

PHONE: (913) 794-9114 FAX:

E-MAIL: susan.spangler@sprint.com

CUSTOMER NAME: Toyota Corporate

DUNS NUMBER: **690564737**

CITY/STATE: Kansas City, Missouri

NAME OF CONTACT: Shelley Martin

PHONE: (816) 746-2141 FAX:

E-MAIL: Shelley.martin@toyota.com

CUSTOMER NAME: AT&T Inc.

DUNS NUMBER: **108024050**

CITY/STATE: San Antonio, Texas

NAME OF CONTACT: Russ Calahan, Corporate Travel Manager

PHONE: (210) 821-4105 FAX:

E-MAIL: rc4183@att.com

CUSTOMER NAME: United Parcel Service

DUNS NUMBER: **006991681**

CITY/STATE: Overland Park, Kansas

NAME OF CONTACT: Eric Flores

PHONE: (913) 526-0226 FAX:

E-MAIL: eflores@ups.com

Pricing

Glow Parking LLC pricing for the initial Kansas City Airport (MCI) parking location is **\$6.80** per day (Days are calculated on a 24 hour clock)